

COMMERCIAL DEVELOPMENT MEETING

April 23, 1974

Present: H. D. Shephard
G. Fenton
W. C. Fletcher
A. Santighian
S. Cinke
A. D. Dodson
D. J. Marino

Profax 2000

A. Santighian reported that Don Butler has necessary RM's to make 20 No. 684 rings for further testing at J & L-Aliquippa. They will be ready May 17. Quality Control will follow to ensure quality the same as previous sample.

Bottom plate has been flattened and screened by R. T. Callahan.

Asbestos-Free Recipes

E.P. 5492 No. 470 rings to be tested at J & L-Pittsburgh Thursday of this week (4/25/74). This will be a no-charge sample.

E.P. 5492 tested with difficulty on No. 454 one-piece top for Sharon, but A. Santighian reports No. 8 one-piece machine not working properly. He feels top will have to be rescheduled on another machine in order to meet customer's truckload requirement.

Test schedule for remainder of week:

Date	Recipe	Top	Customer	Machine
4/23	E.P. 5492A	#491, #495 rings	Great Lakes	Mark IV
4/24	E.P. 5484A	#554	Wheeling	Mark III
4/25	E.P. 5465A	#75	Carpenter	1 piece
4/26	E.P. 5492A	#470 ring	J & L-Pittsburgh	Mark IV (injection tool)

Capital appropriation requests still on P. Partington's desk Friday, April 19.

Numerous problems associated with the functioning of the asbestos-free program prompted the group to make the following specific recommendations. If we are to meet the January 1 deadline:

1. An agreement must be reached on actions needed for coordination of efforts in the asbestos-free testing program. A memo to this effect was sent to P. Partington from the group.

2. Immediate approval must be granted of capital appropriation requests for equipment modifications for asbestos-free products and productivity increases.

3. A definite commitment for the supply of RM X3562 must be made by Interpace.

4. The Technical Department must be provided with extra manpower. W. C. Fletcher suggests the Quality Control Department may be able to help out in this area temporarily.

5. The K-4 blow tank must be ordered immediately.

6. Action must be taken on equipment necessary to liquify and dispense RM X3580.

7. Action must be taken towards providing dispensing equipment for all liquid RM's (resins).

8. The Mark IV holding tank modification must be carried out as soon as possible.

The question of charging all work associated with the asbestos-free program to a special account will be explored by A. Dodson and reported on next week. The procedure for ordering and reporting special work needs to be modified to establish greater control. A. Dodson to follow.

Binders

A. Santighian reports that late payments are causing delays in the receipt of urgently needed alternate raw materials.

RM X3579 sample from National Starch to be evaluated as soon as possible. Allied Chemical, Celanese, and Borden are already approved. 1,000 lbs. of Staley 3030 are to be ordered for evaluation, but sales representative states that it exhibits similar characteristics to RM X3578 with attendant disadvantages.

A. D. Dodson

ADD/mf/410

cc: W. J. Vandemark